

## Message Text

UNCLASSIFIED

PAGE 01 BONN 13830 241648Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----035937 250502Z /15

R 241627Z AUG 77  
FM AMEMBASSY BONN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 0888  
AMCONSUL FRANKFURT  
AMCONSUL MUNICH  
AMCONSUL STUTTGART

UNCLAS BONN 13830

E.O. 11652: N/A  
TAGS: BEXP, GW  
SUBJECT: ADS REQUEST - ASSOCIATED ENVIRONMENTAL SYSTEMS  
DIV. OF CRAIG SYSTEMS LAWRENCE, MA.

DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOCATE  
ONLY THE FOLLOWING PROSPECT(S):

ROECHLING METALLWERKE KG  
BESSEMERSTRASSE 8-12  
D-8500 NUERNBERG  
CONTACT: HERR DR. WARNER, MANAGER  
PHONE: 0911/51791  
TELEX: 06-23038  
COMMENT: ROECHLING METALLWERKE KG, (BASIC CAPITAL  
DM 3.5 MILLION) IS A WHOLLY-OWNED SUBSIDIARY OF THE  
WELL-KNOWN ROECHLING CONCERN IN MANNHEIM, GERMANY,  
WHICH HAS A BASIC CAPITAL OF DM 55 MILLION AND  
EMPLOYS A TOTAL OF 45,000 PERSONS IN 180 ENTERPRISES.  
FINANCES OF SUBJECT COMPANY ARE SOUND AND OBLIGATIONS  
MET PROMPTLY. THE ROECHLING GROUP OF FIRMS ENJOYS  
AN EXCELLENT REPUTATION.

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FRANZ W. PRETTL KG  
POSTFACH 2  
D-7417 PFULLINGEN  
CONTACT: MR. ROLF PRETTL, SON OF OWNER  
PHONE: (07121) 73045  
COMMENT: COMPANY OF MIDDLE SIZE, SHOWED INTEREST AS  
SALES AGENT. PRESENTLY MANUFACTURES APPARATUS AND

SMALL SEALED CASES FOR PRECISION INSTRUMENTS, INTERESTED  
TO ADD LARGER EQUIPMENT. EMPLOYS 120. ANNUAL SALES  
DM 7 MILLION.

DISCUSSED THIS PROPOSAL ALSO WITH ING. VOETSCH OF THE  
FIRM ERNST VOETSCH KAELE-U. KLIMATECHNIK KG IN D-7462  
FROMMERN (FIRM BELONGS TO THE HERAEUS GROUP), ONE OF  
THE THREE IMPORTANT COMPETITORS OF ASSOCIATED  
ENVIRONMENTAL SYSTEMS IN GERMANY. MR. VOETSCH THINKS  
IT MIGHT BE WORTHWHILE FOR THE TWO COMPANIES TO  
EXCHANGE OPINIONS ON HOW TO SUCCESSFULLY APPROACH BOTH  
U.S. AND GERMAN MARKET IN A LIMITED COMBINED EFFORT.

AMCONSUL FRANKFURT COMMENT:  
WE HAVE NOT BEEN ABLE TO LOCATE A DISTRIBUTOR FOR  
THIS TYPE OF EQUIPMENT IN OUR DISTRICT. THE U.S.  
MANUFACTURER MIGHT WISH TO CONSIDER A PRODUCTION OF  
PART OR ALL OF HIS EQUIPMENT UNDER LICENSE BY A  
SUITABLE WEST GERMAN MANUFACTURER, THEREBY ALSO  
UTILIZING THE LATTER'S DISTRIBUTION NETWORK. - THE  
U.S. MANUFACTURER SHOULD FEEL FREE TO COMMUNICATE  
WITH THE FOLLOWING ASSOCIATION OF WEST GERMAN MACHINERY  
MANUFACTURERS, WHICH WILL DISSEMINATE HIS REQUEST  
TO ITS MEMBERS AT NO CHARGE:

VEREIN DEUTSCHER MASCHINENBAU ANSTALTEN-VDMA  
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(LIZENZEN-KOOPERATIONEN-KAPITALBETEILIGUNGEN)  
ATTN. MR. PETER LEMKE  
LYONER STRASSE 18,  
D-6000 FRANKFURT/MAIN-NIEDERR  
PHONE: 0611-66031

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR  
MEEHAN

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 24-Aug-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770306-1004  
**Format:** TEL  
**From:** BONN  
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**Message ID:** 36b2de55-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
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**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 1508630  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ADS REQUEST - ASSOCIATED ENVIRONMENTAL SYSTEMS DIV. OF CRAIG SYSTEMS LAWRENCE, MA. DESPITE EXTENSIVE CANVASSING THE EMBASSY COULD LOC  
**TAGS:** BEXP, GE  
**To:** COM  
**Type:** TE  
**vdkgvkey:** odbc://SAS/SAS.dbo.SAS\_Docs/36b2de55-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009